

# RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD  
Region Operations Mgr

150 Lawrence Bell Drive  
Suite #108

Williamsville, NY 14221  
(716) 634-9232  
Fax (716) 634-3145

July 29, 1997

RJR Account #194040

Ms. R. Fairbanks  
FINKLE DIST., INC.

**DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646**

Dear Ruth:

DORAL pre-sleeved gratis product (6M), along with Doral Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. R. J. Reynolds' sales personnel will assemble offers at store level.

DORAL GRATIS BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	2	Light 100	12300-15212	2
FF 100	12300-21776	1	FF 100	12300-15312	1
Men Lt 100	12300-21858	1	Men Lt 100	12300-15812	1
Ult Lt 100	12300-21860	1	Ult Lt 100	12300-16712	1

Product / Premium Arrival:

August 19, 1997

Ship Date to Retail:

Week of: August 25, 1997

EFT \$ Amount:

\$2,773.14

Non-EFT \$ Amount:

\$N/A

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$9.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$45.00 (5 (12M) case(s) @ \$9.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: 162303

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51845 8596

**PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE**

51845 8597

**PRODUCT ARRIVAL DATE: 8/19/97****SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.****\*\* R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.**

						#LIVE CARTONS				#GRATIS CARTONS					
STORE	SHIP	STORE NAME	ADDRESS	CITY	STATE	10	30	60	90	10	30	60	90	TOTAL CARTONS	ACCOUNT
162303	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	60	30	30	30	30	15	15	15	150	FINKLE
162303	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	60	30	30	30	30	15	15	15	150	FINKLE
				TOTAL CARTONS		120	60	60	60	60	30	30	30		FINKLE Count
				TOTAL CASES		2	1	1	1	2	1	1	1		

09/25/97

ACCOUNT NUMBER: 194040  
VOUCHER NUMBER: 15371527  
DATE WRITTEN: 09/25/97  
STATUS: PAID  
AMOUNT PAID: 45.00

FINKLE DIST INC  
ROUTE 30  
MAYFIELD , NY 12117  
SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	5.00	45.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - 162303

51845 8598